

Message Text

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PAGE 01 CASABL 00514 131503Z

64

ACTION EB-11

INFO OCT-01 AF-10 EUR-25 ADP-00 L-03 CIAE-00 DODE-00

INR-10 NSAE-00 PA-03 RSC-01 USIA-12 PRS-01 AID-20

COME-00 OMB-01 TRSE-00 CAB-09 FAA-00 RSR-01 /108 W

----- 076709

R 131120Z JUL 73

FM AMCONSUL CASABLANCA

TO SECSTATE WASHDC 2268

INFO AMEMBASSY BRUSSELS

AMEMBASSY LAGOS

AMEMBASSY RABAT

UNCLAS CASABLANCA 0514

E.O. 11652 N/A

TAGS: ETRN, BGEN, MO

SUBJ: EXPORT SALES LEADS: AIRCRAFT FOR ROYAL AIR INTER

BRUSSELS AND LAGOS FOR FAA

DURING MEETING JULY 11 WITH MR. HASSAN YACOUBI-SOUSSANE, DIRECTOR GENERAL OF MOROCCO'S INTERNAL CARRIER, ROYAL AIR INTER, REGIONAL CIVIL AIR ATTACHE AFRICA (RCAA) INFORMED THAT SOUSSANE CONTINUES TO BE INTERESTED IN PURCHASE USED AMERICAN SHORT RANGE JET TRANSPORT. HOWEVER, DUE TO APPARENT AVAILABILITY OF USED CARAVELLE FROM EITHER ROYAL AIR MAROC OR AIR FRANCE FOR DOLLARS FIVE HUNDRED THOUSAND SOUSSANE FELT HE HAD NO CHOICE BUT TO PURCHASE THIS AIRCRAFT, NOTING THAT THE LOWEST PRICE OF SIMILAR USED AMERICAN EQUIPMENT AS QUOTED TO HIM LAST FEBRUARY WAS DOLLARS TWO MILLION.

HE WONDERED IF THIS LATTER PRICE MIGHT NOT BE LOWER FOR HE WOULD PREFER TO PURCHASE AMERICAN EQUIPMENT.

AIRLINE OFFICIAL ALSO NOTED THAT HE WAS STUDYING DIFFERENT TYPES OF THIRD LEVEL TYPE AIRCRAFT FOR PURCHASE NEXT SIX TO NINE MONTHS IN ORDER TO INCREASE FREQUENCY OF ROYAL AIR INTER SERVICE. HE WOULD WELCOME BROCHURES, STUDIES, ETC. FROM AMERICAN MANUFACTURERS.

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SOUSSANE NOTED THAT HIS CARRIER, UNDER GOVERNMENT ORDERS,

HAD TAKEN CONTROL OF MOROCCO'S LONE AIR CHARTER COMPANY, AIR
SUD, WHICH WAS A PROFITABLE OPERATION. HE APPEARED RECEPTIVE
TO RCAA'S SUGGESTION THAT IT MIGHT BE WORTHWHILE AIR SUD'S
FLEET OF TWO TWIN PIPER COMANCHES WITH LARGER AIRCRAFT.
ACTION REQUESTED: COMMERCE ALERT AMERICAN MANUFACTURERS
FOREGOING SALES LEADS WITH AIM PROVIDING PRODUCT BROCHURES
AND/OR VISITS BY SALES REPRESENTATIVES TO ROYAL AIR INTER.
ADDRESS: MR. HASSAN YACOUBI-SOUSSANE, DIRECTOR GENEAL ROYAL
AIR INTER, ANFA/AIRPORT, CASABLANCA, MOROCCO
BRUBECK

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NNN

Message Attributes

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Disposition Event:
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30 JUN 2005

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